

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Night Blanket Pool Cover, LLC

IMC-PA

#### IMC Helps Night Blanket Pool Cover, LLC Finalize New Product

##### Client Profile:

Night Blanket Pool Cover, LLC (NBPC) is a start-up company that manufactures swimming pool covers. The company employs 1 person at its facility in Williamsport, Pennsylvania.

##### Situation:

NBPC had established baseline materials for an innovative pool cover design and was aggressively seeking partnerships and scouting help for advancing materials design and optimizing the manufacturing process. The company filed a patent on an innovative pool cover and was looking for help finding an optimum material for construction, potential fabricators, and potential equipment suppliers to effectively manufacture the cover. NBPC contacted IMC-PA, a NIST MEP network affiliate, for help.

##### Solution:

To complete the technology scouting and achieve the goals defined, professionals at Manufacturers Resource Center (MRC), a NIST MEP network affiliate, and the Research Triangle Institute (RTI) interviewed NBPC to fully understand the company's unique and differentiating capabilities and expertise as they relate to their pool cover technology. MRC/RTI researched the current technology and potential partnering opportunities available. The scouting assessed the current commercial and research landscape for work and products available for NBPC to use in conjunction with their pool cover technology, and profiled the most promising research and commercial partners. As a result of this project, MRC/RTI provided NBPC with a comprehensive report that included recommendations for material, fabricator and equipment to produce the 90-foot pool cover to help the company identify and select a manufacturing partner.

##### Results:

\* Realized \$24,000 in market research savings.

##### Testimonial:

"This project was helpful in helping me decide on the material to use for the cover and connecting me with manufactures that helped clarify the manufacturing issues."

David Stone, President